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MAY 1986

AUTOMOTIVE INDUSTRIES

SINCE 1895



2000 A.D.
Tomorrow Beckons

CHILTON'S AUTOMOTIVE INDUSTRIES

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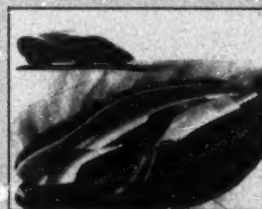
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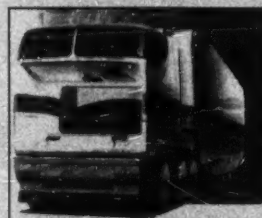
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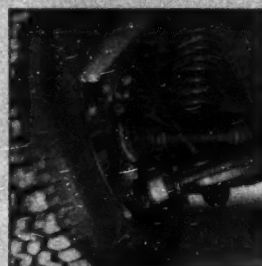
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Auto 2000: Tomorrow Beckons.
Cover by Robert Knight.



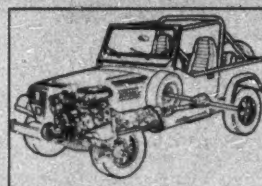
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AUTOMAKER QUARTERLY REPORT

First quarter '86 results reflect the impact light trucks are having in the US and the tremendous market share battles raging in Europe and Japan.

by Tom O'Grady

Domestic Auto Sales (1st Quarter Results)

Carline	'85	'86	% Change
Carlisle			
Cavalier	100,079	103,393	(3.2%)
Celebrity	99,230	80,687	23.0%
Escort	91,843	85,024	8.0%
Ciera	82,441	79,332	3.9%
Accord*	70,164	72,339	(3.0%)
Tempo	65,462	92,281	(29.1%)
Century	57,833	51,331	12.7%
Supreme	57,432	53,449	7.5%
Chevrolet	54,069	63,880	(15.4%)
Grand Am	46,697	26,049	79.3%

*—Includes imports
()—Negative value

'85 Domestic Light Truck Quarterly Production

Truckline	3-'85	4-'85	1-'86
Chrysler Vans	19,864	29,260	35,643
.....Sport Utility	5,773	5,761	6,407
.....Miniwagon	58,348	60,684	75,881
.....Light Conventional	54,294	53,167	5,660
Ford Aerostar	15,134	32,317	48,654
.....Bronco	11,879	13,257	13,373
.....Econoline	41,104	61,523	61,782
.....Ranger	51,959	58,287	81,879
.....Bronco II	22,899	30,660	34,147
.....Light Conventional	133,945	140,952	109,848
Chevy..Blazer	10,136	12,025	9,802
.....Suburban	16,387	12,271	17,766
.....F-Model	7,034	8,649	9,898
Truckline	3-'85	4-'85	1-'86
.....S-10	60,833	49,287	64,080
.....Blazer S	53,298	46,090	48,460
.....Astro	31,609	33,845	39,317
.....Van	34,026	48,987	50,346
.....Light Conventional	104,048	106,056	120,943
GMC..Jimmy	2,577	3,093	2,394
.....Suburban	6,457	4,746	6,000
.....P-Model	1,368	847	1,659
.....S-15	15,797	12,568	16,952
.....Jimmy S	13,875	5,596	12,588
.....Safari	8,259	8,284	9,314
.....Van	9,951	12,599	14,487
.....Light Conventional	36,269	35,411	40,225
Nissan.Pkup	28,103	29,906	18,463

US Passenger Car Market Shares To Date

Manufacturer	Sales	% Total
General Motors	1,098,330	47.05%
Ford	485,131	19.92%
Chrysler	261,850	11.22%
Honda	145,157	6.22%
Toyota	124,291	5.32%
Nissan	121,614	5.21%
VW	49,616	2.13%
Subaru	48,399	2.07%
AMC/Renault	20,238	.87%

Tom O'Grady heads Integrated Automotive Resources, Inc. in Wayne, PA. International data supplied by Automotive Industries.

Passenger Car Market Share By Geographic Base

Manufacturers	Total Sales	Total Market Share
American	1,737,300	67.78%
Japanese	537,089	20.96%
European	134,780	5.26%
US Built Imports (VW/A, Honda, NUMMI, Nissan, Renault)	153,801	6.00%
Total	2,562,970	100.00%

Europe's Top 10 Sellers For '85

Company	Total	% Market	% Sales Change
VW/AUDI Group	1,360,758	12.93%	+11.5%
Fiat/Lancia	1,294,901	12.30%	+ 0.9%
Ford	1,256,949	11.94%	(3.1%)
PSA	1,224,469	11.63%	+ 5.2%
GM—Opel/Vauxhall	1,189,596	11.30%	+ 6.7%
Renault	1,127,735	10.72%	+ 2.3%
BL—Austin-Rover	419,166	3.98%	+ 6.2%
Daimler-Benz	394,824	3.75%	+19.0%
Nissan	298,048	2.83%	+ 6.3%
BMW	287,757	2.73%	(4.5%)

()—Negative value

Japan's Top Domestic Nameplates (1st Quarter '86)

Company/Car	Total Sales
Toyota Corolla	58,934
Nissan Sunny (US Sentra)	54,322
Toyota Carina	44,349
Toyota Mark II	44,008
Nissan Blue Bird (US Maxima)	42,746
Toyota Corona	35,542
Toyota Starlet	32,165
Mazda Familia (US 323)	31,319
Toyota Crown	28,807
Honda Civic	27,272

Japan's Domestic Production & Sales Cars & Trucks (1st Quart. '86/Units)

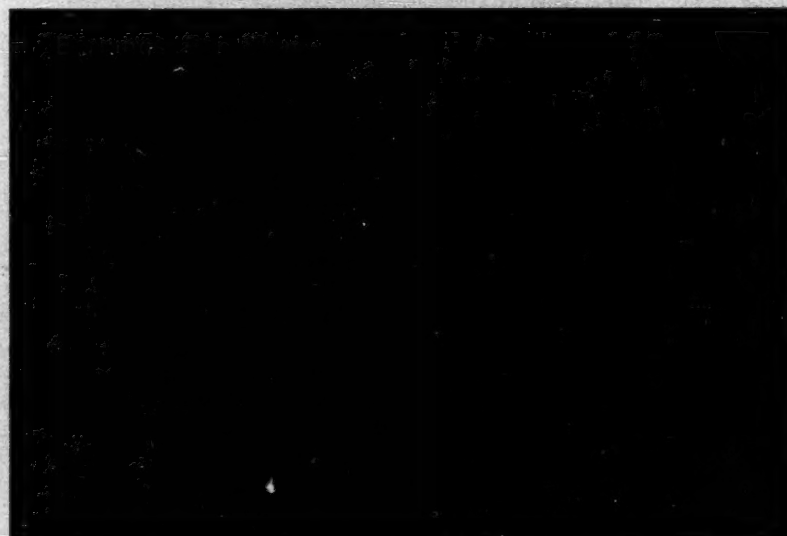
Company	Production	Sales
Toyota	921,866	470,214
Nissan	577,618	300,780
Honda	311,041	102,996
Mazda	308,333	86,143
Mitsubishi	305,052	102,518
Total	3,075,695	1,334,510

FINANCIAL SNAPSHOT Stock Prices



Last quarter we listed Subaru and Ford as numbers one and two respectively among auto stocks in earnings per share. Since then, Subaru moved from 152.75 to 235.5 and announced an 8 for 1 split; Ford moved from 58 to 80.25. A strong December, January and February helped the performance and outlook for 1986. We expect the continued incentive programs to carry us through 1986. The production plans of domestic manufacturers for the second quarter are almost identical to last year's schedules during heavy finance incentives.

Stock Earnings



Earnings per share of common stock reflects the profitability of each company during the year. The continued success of Subaru is an amazing feat during a time when competition is at record levels. We expect this to continue for at least another couple of years until other manufacturers start to penetrate the 4wd auto market. The introduction for Honda of the Acura division, and Honda's expanded US production slows earnings down for now, but both are very healthy signs for the long-term outlook. Our earnings per share rankings for 1986 are: 1. Subaru; 2. Ford; 3. GM; 4. Chrysler; 5. Honda; 6. AMC.